Television, furniture and appliances

Frazier's: a friendly family business

It's hard to believe that Frazier's Furniture, TV and Appliance Store has been a part of this area's business world since only 1975. One look at the spacious showroom floor located on Route 460 near Oxford Furnace hill and one might think, surely, here is a long-standing business.

If the business itself is relatively new, the experience of its owners, Bill and Minnie Frazier, runs deep.

The Fraziers, each with between 15 and 20 years' experience in the appliance field, formed their business in July of 1975. They originally located in an old service station building near Concord on Route 460. "At the old store, we handled mostly television and appliance sales and service," according to Bo Frazier, who with his wife Vickie and brother Steve help Bill and Minnie in operating the business.

Bo and Vickie, who have one daughter, are residents of Spout Spring. Bill, Minnie and Steve all live in Rustburg.

Bill Handles most of the service work, while Minnie and her daughter-in-law, Vickie, work on sales and management. The sons, Bo and Steve, do a "little of everything," including deliveries, service and sales.

Three years after the business was formed, the Fraziers had a new, larger building constructed on the eastbound lane of Route 460 near the Oxford-Furnace hill. This and a large warehouse built behind the store a year later allowed the Fraziers to greatly expand the line of products they offer for sale.

"After we got into the new building, we went into furniture in a big way," Bo says.

The store offers a complete line of furniture, except carpet, and a complete line of televisions and appliances.

The Fraziers also sell a great number of wood stoves. "And, believe it or not, we've sold a lot of waterbeds lately, to people of all ages," Bo notes.

All of the repair and service work is done at the store, according to Bill. He adds that Frazier's will service appliances and other items which were not purchased at the store.

Everything the store sells it will deliver. "Delivery is included in the price," Bo notes. The store draws customers from a wide area, including Madison Heights, Bedford and Lynchburg.

"We do a tremendous amount of business in Appomattox," Bill says. "We have good business as far east as Pamplin," Bo adds.

"We love dealing with the people in Appomattox," Bill concludes. "Appomattox people are very easy to deal with, and they really appreciate our service."

And that's not difficult to understand. The Frazier family itself is easygoing, friendly, and enjoyable to work with.

Armstrong Furniture

County's leading industry has proud past

There were several good reasons why Armstrong Furniture decided on Appomattox as the location for a new facility in 1974. First, there was easy access to railroad and highway. Representatives of the company found excellent community and labor relations throughout this area. There was adequate work force available and a good employee-relations attitude.

The original plant contained 450,000 square feet of space; today there are 742,700 square feet under one roof.

Thomasville merged with Armstrong World Industries, Inc. in 1968. The Thomasville story goes back to 1904 when the Thomasville Chair Company was formed.

With $10,000 in capital, the company began operation out of a two story wood frame building on the site of what is now Plant A in Thomasville. Beginning with about 60 employees, the company initially produced some 180 chairs per day.

Thomasville was heavily oriented to high priced furniture. They wanted to expand their product line into lower end promotionally priced products.

Thomasville Furniture Industries, Inc., makes a variety of wood furniture from the promotional through relatively high end. It also has an import line of products that are bought throughout the Middle East and Europe and then marketed locally.

This contrasts to Armstrong World Industries whose products are resilient flooring, carpet, ceiling tile, and a variety of industrial

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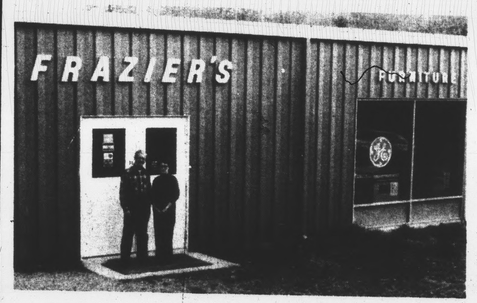
'The Wonderful World of Armstrong' --- proud to be a part of Appomattox since 1974

FINE FURNITURE FROM THE INDOOR WORLD OF Armstrong

TRADEMARK OPERATIONS DIVISION of THOMASVILLE FURNITURE IND.

FRAZIER'S

FURNITURE, TV AND APPLIANCES



Bill and Minnie Frazier

'Sales and Service With a Smile'

OFFERING A FULL LINE OF FURNITURE AND APPLIANCES
STOP IN AND BROWSE OUR SPACIOUS SHOWROOM
LOCATED ON RT. 460 at OXFORD FURNACE HILL

Building Supplies Company

J. E. Sears & Co. - friendly service in Appomattox County since 1926

J.E. Sears & Co., Inc., was formed in Appomattox 56 years ago, in April of 1926.

The company's original officers, President S.L. Ferguson, Vice President Robert Irby, and Secretary-Treasurer John Edward Sears combined in 1927 the newly formed corporation with the existing Tobacco Factory of Appomattox.

In its early years, the company was involved in a wide variety of business operations, ranging from processing tobacco to operating a commercial cannery.

During the early part of the Great Depression, the company manufactured school desks, after fire destroyed the business of Mr. Ned Wages, who had to that point been supplying the area with school desks.

In 1934, Senator Sam Ferguson passed away, and John Edward Sears took over as the company's president. Around that time, the company opened a branch office in Lynchburg, and began doing some residential construction work, in addition to its retail building supplies and millwork business. The Lynchburg office remained open until 1964.

J.E. Sears served as president of the company until his death in 1940. At that time, Mr. J.E. Sears became the company's president.

During Mrs. Sears' time as president, the company continued to grow, expanding its contracting services in 1960 to include ready-mix concrete, and increasing its architectural millwork business. The company also increased its contracting capabilities to include light industrial work as well as residential work.

In 1956, a new building was constructed at the corner of Main and Court Streets in Appomattox. The building allowed more space for office areas and a new, spacious display room for retail items.

The new building also provided extra room for the company's millwork shop and finished-lumber storage.

Robert A. Sears became president of the company in 1975, and serves in that capacity today.

J.E.Sears & Co., Inc., is today an integral part of the Appomattox County economy, employing 25 persons and offering to its customers a wide variety of services.

The company encompasses a five-acre tract in the town of Appomattox, including four buildings covering a total of 34,600 square feet.

Four years ago the company was further modernized, when a computer was installed for billing and record-keeping purposes, under the supervision of Etta B. O'Brien.

The company's five ready-mix concrete trucks handle a large volume of business each year. The largest single concrete contract handled by the company to date was the Thomasville Furniture Factory job, which included a total of 25,000 cubic yards of material worth approximately $600,000.

The company has also done extensive re-modeling work at a variety of institutions, including Virginia Baptist Hospital and schools from Bedford to Nottoway Counties.

Perhaps the single greatest asset of J.E. Sears & Co., Inc., is its personnel. The people are friendly, experienced and knowledgeable in their trade, and eager to help any customer.

And it's been that way for 56 years.

County's largest industry

[Continued from Page 30]

products along with a myriad of other less important product lines.

Production began in the Appomattox plant in October of 1974. The payroll for 1981 was $9,899,301.00

National economy has significantly impacted consumer goods such as furniture. However, Armstrong began product line changes to expand the market base two years ago when leading economic indicators predicted an economic downturn. These product line changes have enabled Armstrong to keep the majority of their work force together on reasonable work schedules while many of their competitors have drastically reduced their work force and work schedules.

William Lowe is Vice President and Plant Manager; Bruce Cowan is Assistant Plant Manager; Susan Bailey is Personnel Manager.

'The Wonderful World Of Armstrong'.....a part of this community since 1974.

READY TO HELP YOU with your building supply needs are (left to right) Robert A. Sears, Ivey Holland, Etta O'Brien, Al Sears and Rick Book. (Not pictured is Bobby O'Brien).

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